

CYBERSECURITY ESSENTIALS FOR OPS

CYBERSECURITY: 201



Hartford Foundation

FOR PUBLIC GIVING

ABOUT COMMUNITY IT

*100% Employee
Owned*

*Advancing mission
through the effective
use of technology.*



Channel Futures.
Leading **Channel Partners** Forward

MSP 501
2021 WINNER

PRESENTER



Matthew Eshleman
CTO

POLL – ORG SIZE

How many staff to do you have

- 1-10
- 11-29
- 30-50
- 50+

POLL – ROLE WITH IT

What is your role at the organization?

- End User
- I am the IT person
- I manage our IT function

AGENDA

Cybersecurity
Landscape



Cybersecurity
Playbook



Putting it into
Action

IC3 Complaint Statistics

Last Five Years

2,211,396 TOTAL COMPLAINTS



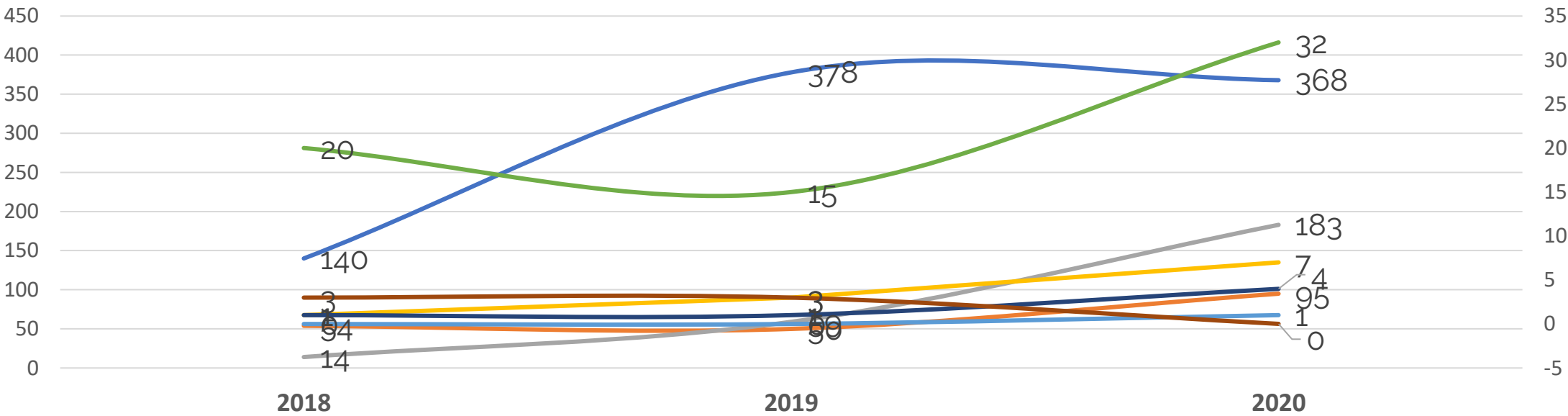
\$13.3 Billion TOTAL LOSSES*

(Rounded to the nearest million)

STATE OF NONPROFIT CYBERSECURITY

- 60 percent of organizations either did not know or don't have a policy in place that would identify how they would handle risk, equipment usage and data privacy.
- 74 percent of organizations have not implemented Multi-Factor Authentication.
- 46 percent reported that they used unsecured wireless and Bluetooth devices.
- 92 percent reported that staff could access org email, files and information systems from personal devices.

NONPROFIT CYBERSECURITY INCIDENTS



- Spam
- Malware
- Spear Phishing
- Virus
- Ransomware
- Account Compromise
- Advanced Persistent Threat
- Wire fraud

CYBERSECURITY - ADVERSARIES

FANCY BEAR



HOW MUCH IS BUSINESS DATA WORTH TO BAD ACTORS?

6 BILLION DIGITAL RECORDS EXPOSED IN 2018

43% OF ALL BREACHES INVOLVED SMB VICTIMS



CREDIT CARD INFO
\$2-\$5 (per record)



CUSTOMER PII
\$20-\$450 (per record)



EMPLOYEE PII
\$20-\$450 (per record)



MEDICAL RECORDS
\$20-\$50 (per record)



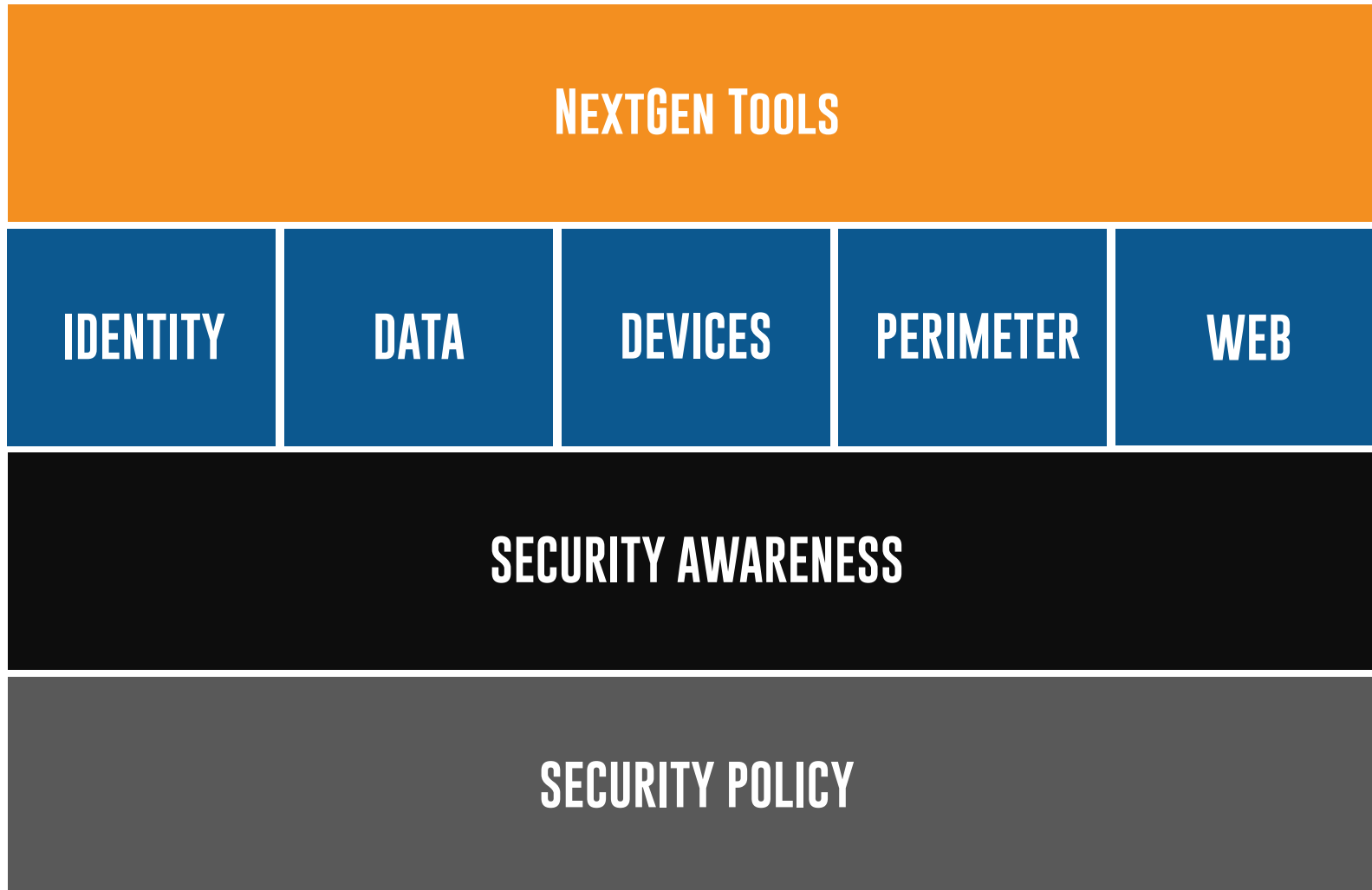
SALES/FINANCIAL INFO
Competitive Value



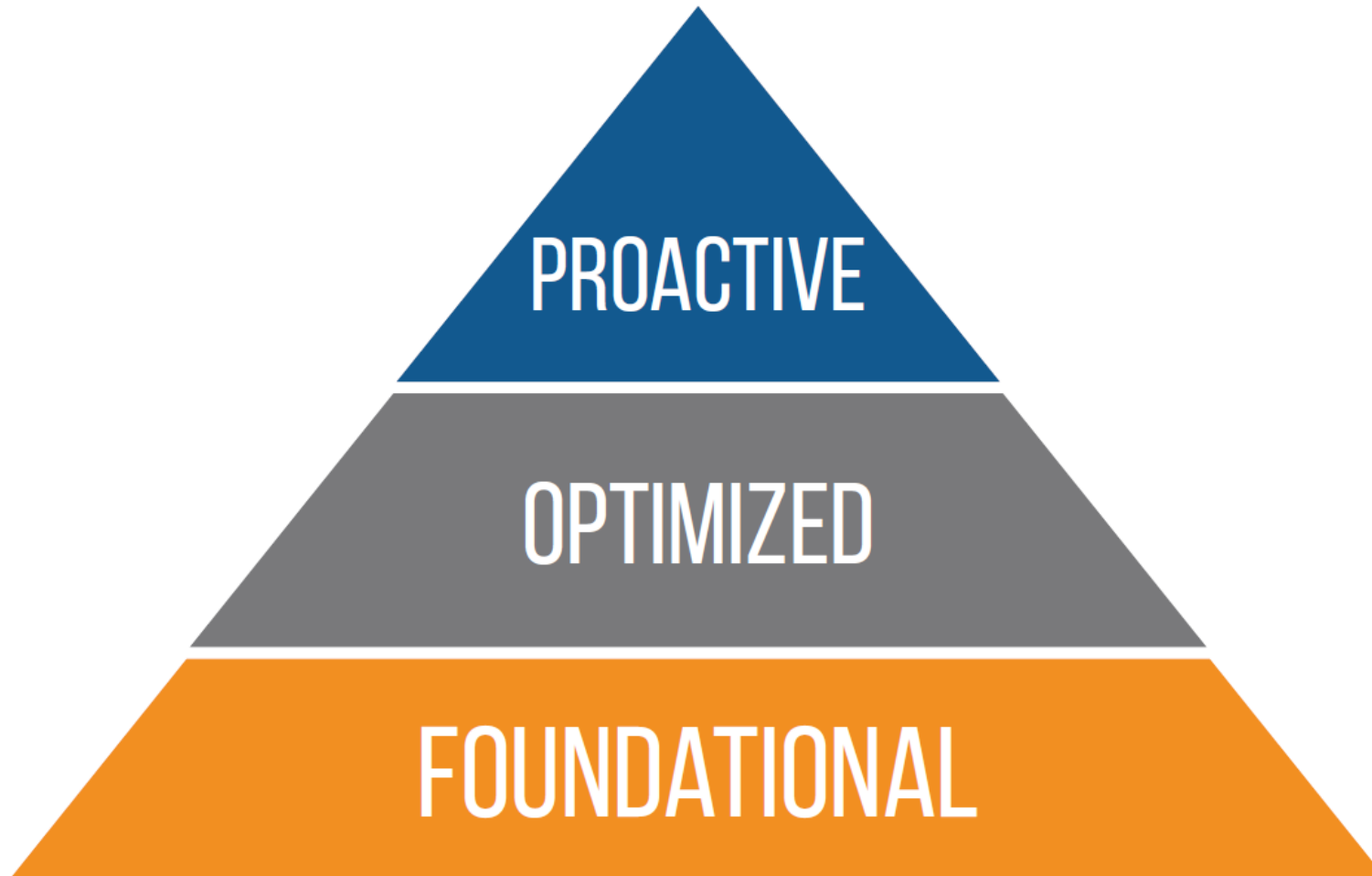
PROPRIETARY INFO
Competitive Value

Per the Verizon Data Breach Investigation Report
Estimated data values from Sociable

OUR APPROACH TO **CYBERSECURITY**



CYBERSECURITY CONTROLS



QUESTION

- Does your organization have a formal budget for IT and Cybersecurity
 - Ad Hoc Budgeting
 - We budget for IT only
 - We budget for IT and cybersecurity
 - Holistic and strategic multi-year budgeting

BUDGET

- To help provide some context to these recommendations we've assigned a scale from \$-\$\$\$\$.
- These costs for what a 25-person organization would incur over the course of a year.

\$	\$0-\$2,000
\$\$	\$2,000-\$8,000
\$\$\$	\$8,000-\$15,000
\$\$\$\$	\$15,000+

FOUNDATIONAL

POLICY

- IT Acceptable Use
- Data Privacy
- Incident Response
- Insurance Review

SECURITY AWARENESS

- Free or ad hoc Staff training

IT ACCEPTABLE USE

- Includes overview of technology use at the Organization
- Incorporates a list of information systems
- Establishes basics of password and access
- Defines some data retention guidelines

FREE IT TRAINING RESOURCES

- Stop Think Connect
 - www.stopthinkconnect.org
- Community IT
 - www.communityit.com/resources
 - www.youtube.com/CommunityIT

FOUNDATIONAL

TECHNOLOGY CONTROLS

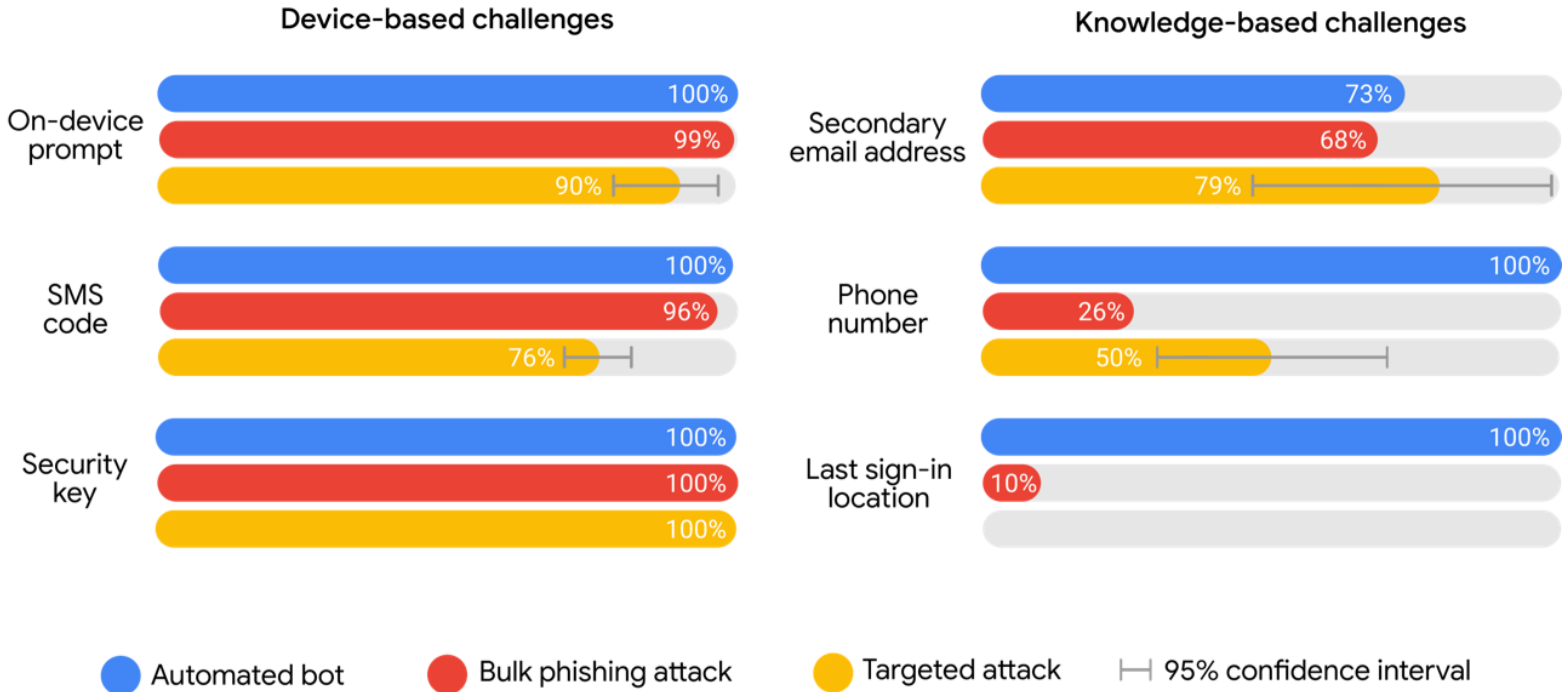
- Multi Factor Authentication
- Password Manager
- Backups
- OS and Third-Party Updates
- Antivirus
- Spam Filtering
- Business Email
Compromise Protection
- Website protection

POLL – FOUNDATIONAL IT CONTROLS

- We've implemented the following controls at our org:
 - Multi Factor Authentication
 - Password Manager
 - Backups
 - OS and Third-Party Updates
 - Antivirus
 - Spam Filtering
 - Business Email Compromise Protection
 - Website protection

MFA IS EFFECTIVE

Account takeover prevention rates, by challenge type



BUSINESS EMAIL COMPROMISE



Organized crime groups target U.S. and European businesses, exploiting information available online to develop a profile on the company and its executives.



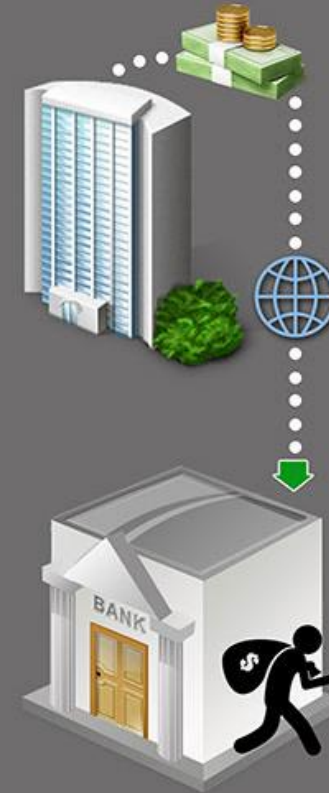
Spearp phishing e-mails and/or telephone calls target victim company officials (typically an individual identified in the finance department).

Perpetrators use persuasion and pressure to manipulate and exploit human nature.

Grooming may occur over a few days or weeks.



The victim is convinced he/she is conducting a legitimate business transaction. The unwitting victim is then provided wiring instructions.



Upon transfer, the funds are steered to a bank account controlled by the organized

PROACTIVE

POLICY

- Risk Assessment
- Cyber liability insurance
- BYOD Policy

SECURITY AWARENESS

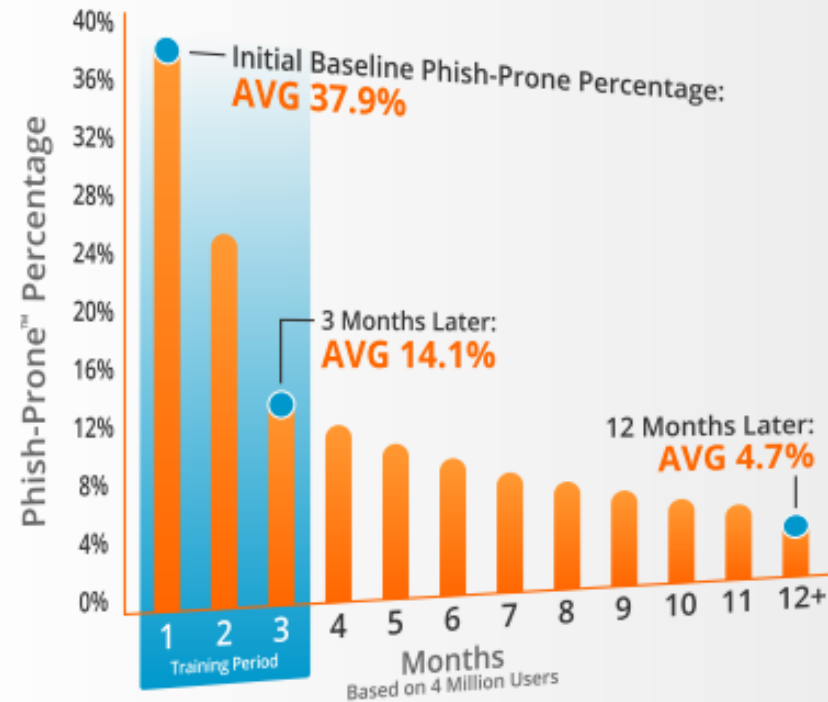
- Formal LMS system

CYBERSECURITY AWARENESS

SMB Nonprofits (1-249 employees)

- Phase 1 (Initial baseline results) – **39.4%**
- Phase 2 (90 days after initial training) – **14.9%**
- Phase 3 (1 year into training program) – **4.8%**

Visible Proof the KnowBe4 System Works



NIST 800-53

- NIST is one cybersecurity framework
- Developed for Federal Agencies & Contractors
- 1683 line spreadsheet of controls

IDENTIFY

- ASSET MANAGEMENT
- BUSINESS ENVIRONMENT
- GOVERNANCE
- RISK ASSESSMENT
- RISK MANAGEMENT STRATEGY

PROTECT

- ACCESS CONTROL
- AWARENESS & TRAINING
- DATA SECURITY
- INFO PROTECTION PROCESS & PROCEDURES
- MAINTENANCE
- PROTECTIVE TECHNOLOGY

DETECT

- ANOMALIES & EVENTS
- SECURITY CONTINUOUS MONITORING
- DETECTION PROCESSES

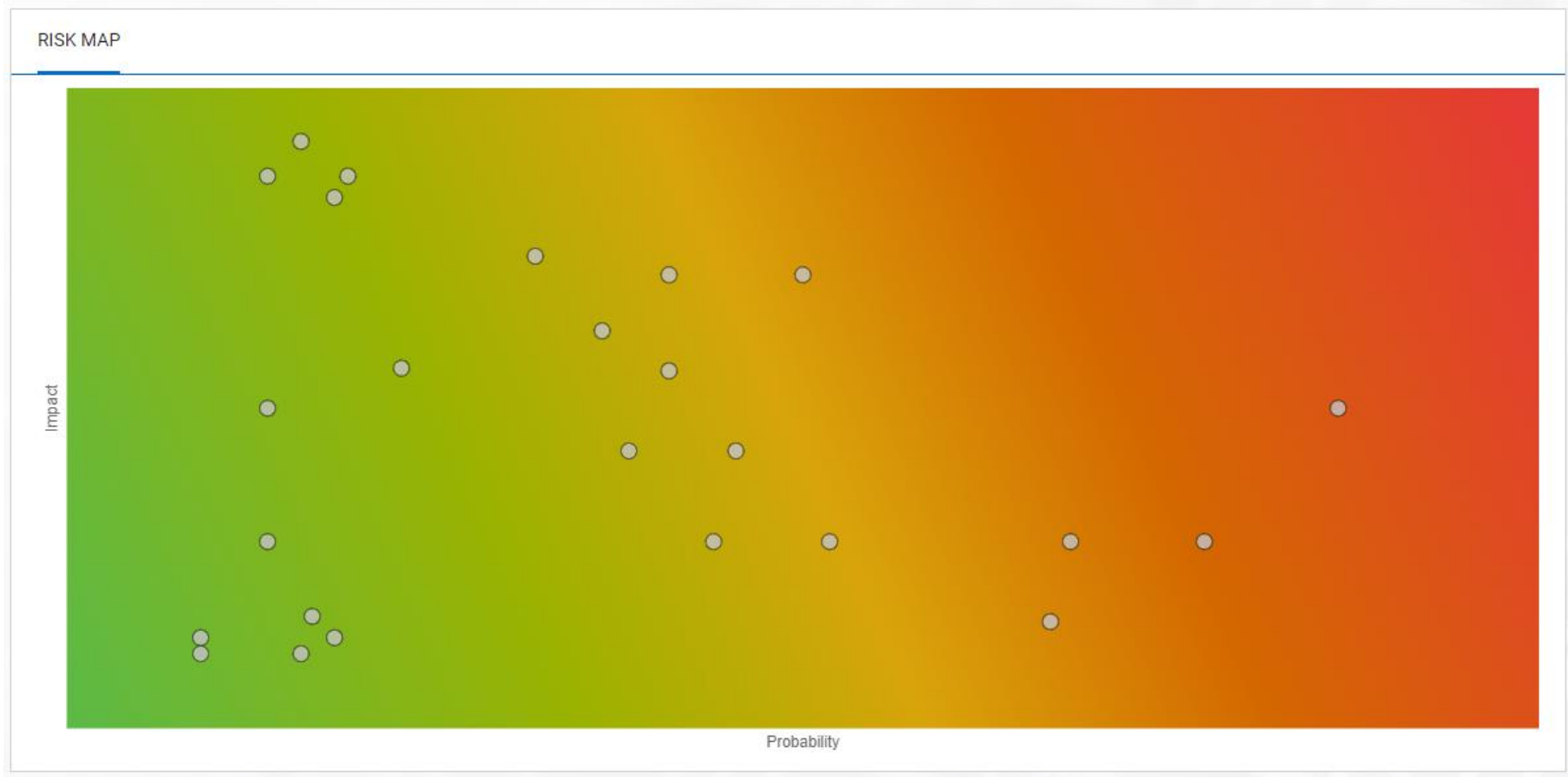
RESPOND

- RESPONSE PLANNING
- COMMUNICATIONS
- ANALYSIS
- MITIGATION
- IMPROVEMENTS

RECOVER

- RECOVERY PLANNING
- IMPROVEMENTS
- COMMUNICATIONS

RISK MAP



PRIORITIZED RECOMMENDATIONS

TOP RISK AREAS

PR.AT-1: All users are informed and trained

Critical

ID.RA-3: Threats, both internal and external, are identified ...

Critical

ID.RA-1: Asset vulnerabilities are identified and documented

High

DE.CM-3: Personnel activity is monitored to detect potential ...

High

ID.RA-2: Threat and vulnerability information is received fro...

High

POLL – CYBERSECURITY INSURANCE

- Does your organization have Cyberliability Insurance?
 - No, doesn't apply to us
 - Not yet, working on our application now
 - Yes, for a year
 - Yes, have had it in place for several years

CYBERLIABILITY INSURANCE

- Distinct from existing insurance policies
- Many controls are now required
 - MFA for everything
 - Managed security
 - Encrypted data
 - Vulnerability scanning

PROACTIVE

TECHNOLOGY CONTROLS

- Single Sign on
- Data Management (DLP)
- BIOS / Driver Updates
- BYOD Control
- Device Encryption
- Endpoint Detection and Response
- Web filtering

POLL – PROACTIVE CONTROLS

- We've implemented the following controls (multiple choice)
 - Single Sign On
 - DLP
 - BIOS & Driver updates
 - BYOD Management
 - Device Encryption
 - Endpoint Detection and Response
 - Web filtering
 - None

OPTIMIZED

POLICY

- Business Continuity

SECURITY AWARENESS

- Cybersecurity Assessment

OPTIMIZED

TECHNOLOGY CONTROLS

- Device Trust / Zero Trust
- CASB / SASE
- Vulnerability Scanning
- Penetration Testing
- SOC / SIEM

GETTING STARTED

A thick orange horizontal bar spans the width of the slide, with a vertical orange bar extending downwards from its right end.

There's no one right way

- Bottom up: IT takes ownership and leads the process
- Top down: Executive leadership or the Board mandates changes

ACTION STEPS



Review your existing controls



Develop risk profile



Incorporate cybersecurity into budget planning

Questions?

